



## 2012 ANNUAL REPORT





# 20 12

INSPIRED BY 20 YEARS  
OF CONNECTING YOU  
TO A WORLD IN NEED ...



# 1992 to 2012



Heart to Heart  
  
INTERNATIONAL  
**READY  
RELIEF**

[www.hearttoheart.org](http://www.hearttoheart.org)



## A message to our friends

Heart to Heart International (HHI) marked its 20<sup>th</sup> year in 2012 by continuing to connect people and resources to a world in need. All that was done in 2012 was made possible only by generous support from companies, foundations and individuals who gave not just donations, but their time and talents to help us broaden access to healthcare.

The year 2012 saw much growth in our healthcare services in Haiti. From Port-au-Prince to Leogane to the rugged southeast mountains, HHI staff and volunteers rose to the challenges of working in Haiti. In our third year of operations we expanded clinics, laboratory services and provided direct patient care in more than a dozen urban and rural communities. We also led continuing education efforts for Haitian medical professionals and expanded healthcare worker training in the Haitian countryside. In the Sud-Est Department, we opened a new clinic in a community high in the mountains. For many of the people living in this remote area, this was their first exposure to *any* type of healthcare. 2012 was another year that saw natural disaster strike Haiti, with two hurricanes – Isaac and Sandy – compounding misery for many people.

Heart to Heart International not only responded to help people in Haiti following those storms, but once they landed in the U.S. as well. In 2012 HHI was part of the relief efforts in three large-scale disasters in the U.S. Our staff and volunteers mobilized to deliver aid and organized locally-licensed healthcare providers to continue giving care to residents in tornado ravaged Henryville, Indiana; in Louisiana from Hurricane Isaac; and those many people affected by Superstorm Sandy in the mid-Atlantic states of New York and New Jersey.

In 2012 our Medical Logistics department continued its outstanding job of expanding access to healthcare in cities across the United States and communities around the globe. We were able to serve many of the most vulnerable people by targeting shipments of aid in times of disaster, providing medicine and medical supplies to U.S. safety-net clinics and outfitting international medical teams with needed supplies.

In 1992 Heart to Heart International led a pioneering airlift to the former Soviet Union. Twenty years and many airlifts later, in 2012, HHI mounted its largest airlift ever in terms of value and flew to the country of Moldova, a former Soviet republic. Working in partnership with the U.S. State Department under the Freedom Support Act, HHI brought medicines, medical supplies, led seminars for medical professionals, and volunteers worked on several non-medical projects – all in the spirit of friendship and warmth for the people of Moldova.

2012 was quite the anniversary year. On behalf of Heart to Heart International and everyone we serve, accept our deepest thanks for all of your support in 2012. We're already looking to the future and would like for you to join us in 2013 and beyond.



Krystal Barr  
Interim CEO  
Heart to Heart International

# Mission

Heart to Heart International is improving global health through initiatives that connect people and resources to a world in need.

# Vision

We imagine a world in which every person has access to a healthy life and every community has the capacity to make that access a reality. We believe that sustained access to health sets the foundation for individual and community development.

In everything we do, we work to broaden access to healthcare services and build capacity for health. It's a lofty vision, but we take a step closer to it every day through support from people like you. Invest in our efforts to create a healthier world today.

# Board Members 2012

Lonnie Cannon

Art Fillmore

Darrell Grace

Jim Kerr

Bob Lambrecht

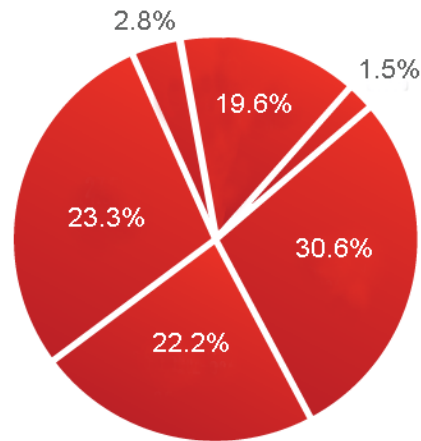
Zandra Maffett

Gary Morsch

Bruce Ré

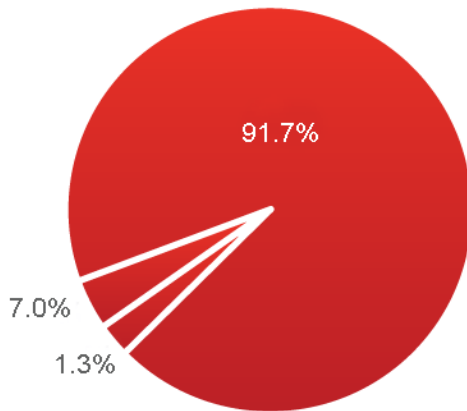
Tiffany Woodley

# FINANCIALS



## SUPPORT & REVENUE

Individual Contributions	23.3%
Foundations & Grants	22.2%
Corporate Gifts	30.6%
Clubs & Organizations	2.8%
Program Revenue	19.6%
Other Revenue	1.5%



## EXPENSES

Overseas Programs & Services	91.7%
U.S. Programs & Services	7.0%
Administration & Fundraising	1.3%



## SUPPORT & REVENUE

Gifts In Kind	\$115,744,470
Pharmaceuticals	
Medical Supplies	
Medical Instruments	
Nutritional Products	
Personal Hygiene Products	
Paper Products & Supplies	
Donated Shipping	\$1,118,119
Non-Cash Gifts Subtotal	\$116,862,589

Individual Contributions	\$941,824
Foundations & Grants	\$894,494
Corporate Gifts	\$1,236,018
Clubs & Organizations	\$112,704
Program Revenue	\$791,434
Other Revenue	\$59,377
Cash Revenue Subtotal	\$4,035,851

<b>Total Support &amp; Revenue</b>	<b>\$120,898,440</b>
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## EXPENSES

Overseas Programs & Services	\$92,622,769
U.S. Programs & Services	\$7,101,803
General & Administrative	\$500,542
Fundraising & Public Relations	\$831,642

<b>Total Expenses</b>	<b>\$101,056,756</b>
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Net Increase in Net Assets	\$19,841,684
Net Assets at the Beginning of the Year	\$20,969,051
<b>Net Assets at the End of the Year</b>	<b>\$40,810,735</b>

# GLOBAL IMPACT



In 2012, Heart to Heart distributed more than \$93.7 million worth of medical aid in 51 countries. Following is a list of those countries and the amount of aid distributed in each country.

Armenia	\$ 3,262.07	Haiti	\$ 10,507,350.24	Panama	\$ 61,775.58
Belize	\$ 4,787,780.11	Honduras	\$ 11,919,750.26	Papua New Guinea	\$ 6,753,995.10
Benin	\$ 7,065.55	India	\$ 8,835.36	Peru	\$ 1,751.16
Bolivia	\$ 1,144.50	Israel	\$ 4,447.32	Senegal	\$ 285,858.73
Cambodia	\$ 125,038.40	Jamaica	\$ 330,917.67	Sierra Leone	\$ 113,746.79
Cameroon	\$ 80,782.39	Jordan	\$ 66,688.30	Somalia	\$ 2,394,666.77
China	\$ 3,629.10	Kenya	\$ 1,555,264.87	South Sudan	\$ 600,989.18
Congo	\$ 7,789.20	Kyrgyzstan	\$ 13,227.52	Swaziland	\$ 591,392.06
Dominican Republic	\$ 3,830,769.40	Liberia	\$ 15,641.78	Tanzania	\$ 445,485.07
Ecuador	\$ 16,999.14	Malawi	\$ 2,246.93	Uganda	\$ 30,516.18
El Salvador	\$ 1,119,913.66	Mexico	\$ 265,331.91	Ukraine	\$ 155,748.64
Ethiopia	\$ 4,409.69	Moldova	\$ 11,902,850.47	United States	\$ 5,617,131.56
Georgia	\$ 12,873.32	Mongolia	\$ 6,544.16	Uzbekistan	\$ 51,393.96
Ghana	\$ 1,450,214.05	Nepal	\$ 9,781.74	Vietnam	\$ 190,024.52
Guatemala	\$ 14,435,214.50	Nicaragua	\$ 19,463.37	Yemen	\$ 172,521.84
Guinea	\$ 6,952.10	Nigeria	\$ 8,635,928.86	Zambia	\$ 1,662.78
Guyana	\$ 4,760,334.65	Pakistan	\$ 204,952.42	Zimbabwe	\$ 116,913.80

**\$93,708,968**  
**IN AID**

**64,622**  
**CARE KITS**  
DISTRIBUTED IN 2012

**51** COUNTRIES  
RECIEVED  
MEDICAL  
AID

**148,000**  
PEOPLE HELPED VIA  
THE READY RELIEF BOX



# 2012 NEWS

Heart to Heart International provides equipment for Joplin Community Clinic to open new lab.



Hurricane Sandy Aid & Relief: The Mobile Medical Unit and supplies arrive in New York





# Thanks for Connecting



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Heart to Heart  
INTERNATIONAL 